

# Sales-101 Examcollection - Sales-101 New Dumps Files



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## Salesforce Sales-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Forecasting: This section of the exam measures skills of Account Executives and assesses forecasting accuracy, evaluating risks and opportunities, and understanding the inputs that drive forecasting. It ensures consistency in opportunity management and reliable business predictions.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Customer Success: This section of the exam measures skills of Sales Representatives and explains post-sales actions, order booking, and fulfillment. It also reviews the customer journey after the sale and evaluates the realized versus expected value to ensure satisfaction and retention.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Pipeline Management: This section of the exam measures skills of Sales Representatives and involves generating new pipeline opportunities, analyzing pipeline health, and ensuring data integrity. It also covers monitoring progression across sales stages and improving customer relevance.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Planning: This section of the exam measures skills of Account Executives and covers territory planning, engaging key accounts, and calculating sales quota attainability. It also emphasizes developing strong business relationships and partnerships with key roles and personas to drive long-term success.</li></ul>

## 100% Pass 2026 Sales-101: Perfect Salesforce Certified Sales Foundations Examcollection

TorrentVCE offers up to 1 year of free Salesforce Certified Sales Foundations (Sales-101) exam questions updates. With our actual questions, you can prepare for the Sales-101 exam without missing out on any point you need to know. These exam questions provide you with all the necessary knowledge that you will need to clear the Salesforce Certified Sales Foundations (Sales-101) exam with a high passing score.

### Salesforce Certified Sales Foundations Sample Questions (Q38-Q43):

#### NEW QUESTION # 38

A junior sales representative engages with key accounts to understand their pain points, current solutions, and future goals. Which skill is the sales rep growing?

- A. Business acumen
- B. Sales acumen
- C. Product knowledge

**Answer: A**

Explanation:

Business acumen is the ability to understand the business environment, the customer's industry, and the customer's specific challenges and goals. A junior sales representative who engages with key accounts to understand their pain points, current solutions, and future goals is growing their business acumen skill. By doing so, they can better align their product or service with the customer's needs and expectations, and create more value for them. Business acumen is one of the core competencies of a sales professional, as it helps them build credibility, trust, and rapport with the customer, and differentiate themselves from the competition. References:

\* Cert Prep: Salesforce Certified Sales Representative, unit "Build and Maintain Relationships with Key Accounts"

\* [Sales Rep Training], unit "Prepare Your Team to Sell Successfully"

#### NEW QUESTION # 39

After verbally agreeing to the price and receiving a formal agreement, the customer informs the sales representative they are delaying the signature due to concerns about a liability risk.

Which customer role should the sales rep meet with to address the concerns?

- A. Finance
- B. Legal
- C. Operations

**Answer: B**

Explanation:

The customer role that the sales rep should meet with to address the concerns about a liability risk is legal.

Legal is the customer role that is responsible for reviewing and approving the contractual terms and conditions, ensuring compliance with laws and regulations, and mitigating any potential risks or liabilities.

The sales rep should consult with their own legal team and work collaboratively with the customer's legal team to resolve any issues or objections, and to finalize the agreement. References: [Sales Rep Training:

Negotiate and Close], [Cert Prep: Salesforce Certified Sales Representative: Negotiate and Close]

#### NEW QUESTION # 40

Leadership at Universal Containers is pressuring sales representatives to maintain a healthy pipeline. Which best practice can the sales reps use to satisfy management?

- A. Rely on marketing to identify and qualify inbound deals.
- B. Keep dead deals open and move the next touchpoint dates forward.
- C. Routinely scrub pipeline records and consistently disposition deals.

**Answer: C**

Explanation:

Routinely scrubbing pipeline records and consistently dispositioning deals is a best practice that the sales reps can use to satisfy management and maintain a healthy pipeline. Scrubbing pipeline records means reviewing and updating the status, accuracy, and quality of the opportunities in the pipeline. Dispositioning deals means moving the opportunities to the next stage, closing them as won or lost, or removing them from the pipeline.

These practices help to ensure that the pipeline reflects the reality of the sales situation, as well as to identify and prioritize the most promising opportunities. References: <https://www.salesforce.com/resources/articles/sales-pipeline/#sales-pipeline-management>

#### NEW QUESTION # 41

A sales representative wants to highlight a customer's return on their investment. Which type of analysis should the sales rep use to show this?

- A. Root cause analysis
- **B. Cost benefit analysis**
- C. SWOT analysis

**Answer: B**

Explanation:

A cost benefit analysis is a type of analysis that compares the costs and benefits of a project or decision, and calculates the net value or return on investment. A cost benefit analysis can help a sales rep highlight a customer's return on their investment by showing how the benefits of the product or service outweigh the costs, and by quantifying the value in monetary terms. A cost benefit analysis should include all relevant costs and benefits, such as initial costs, recurring costs, opportunity costs, direct benefits, indirect benefits, and intangible benefits. A cost benefit analysis should also consider the time value of money, the discount rate, and the payback period. References:

\* Sales Rep Training: Create Effective Selling Habits, unit "Use Cost Benefit Analysis to Sell with Value".

\* Cert Prep: Salesforce Certified Sales Representative, unit "Close Deals with Value".

\* How to calculate your Return on Customer Investment.

#### NEW QUESTION # 42

A sales representative compiled research about a prospect. The sales rep is now ready to set up an initial collaboration session with the prospect.

Which session type should the sales rep hold with the prospect?

- A. Negotiation
- **B. Discovery**
- C. Renewal

**Answer: B**

Explanation:

Discovery is the session type that the sales rep should hold with the prospect after compiling research about them. Discovery is the process of asking open-ended questions, listening actively, and uncovering the prospect's pain points, needs, goals, and challenges. Discovery helps to build rapport, trust, and value with the prospect, as well as to qualify them as a potential customer. References:

<https://www.salesforce.com/resources/articles/sales-process/#discovery>

#### NEW QUESTION # 43

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